A67.40/2
11/21/83

EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Promotion Division, FAS, (202) 447-7103.

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November 21, 1983

Holstein heifers (Egypt). Wants bred holstein heifers. Quantity: 4,000. Registered age 20-27 mo. and 4-7 mo. pregnant. Delivery: ASAP. All applicable health certificates required. Quote: FOB & C&F Cairo Airport. Firm wishes to act as agent for U.S. exporters interested in participating in government tender. CONTACT: Dr. M.N. Ayad, Dr. Ayad Farm, 2, Hussein El Mamary Street, KASR EL Nile, Cairo, Egypt. Phone: 758918. (WK 45/TOFAS 0395)

Pumpkin seed (South Africa). Wants pumpkin seed kernels. Quantity: 1,000 kgs, for human consumption. Packaging: bulk. Delivery: soonest. Quote: CIF Middle East Port. Bank ref: Barclays Bank, Commissioner Street, Johannesburg. CONTACT: David C.W. Taylor, Scott & Taylor Mktg (Pty) Ltd., P.O. Box 785312, Sandton 2146, South Africa. TELEX: SCOWAG 425594 SA. Phone: (011)7831508. (WK 45/TOFAS 0256)

Dried herring roe (Japan). Wants dried herring roe. Trial shipment of one 20-foot container load. Best quality. Appropriate packaging for institutional use. Immediate delivery by air or surface shipment. Sample is required. Quote: C&F Osaka. Bank ref: Dai-ichi Kangyo Bank Fukuyama Branch, Hiroshima. CONTACT: Masaaki Kittaka, Japan Indonesia Trade Corporation, 3280-1, Kurigara-cho, Fuchu-shi, Hiroshima-ken, Japan. CABLE: ROMMEL FUCHU HIROSHIMA. Phone: 0847452204. (WK 45/TOFAS 0001)

Duck Down (Korea). Wants 100,000 lbs. Duck Down. Quality: 80/20, 50/50, with veterinary certificate. Packaging: standard export packing. Shipment: 30 days after order is booked. Quote: CIF Busan. Bank ref: Korea Exchange Bank, Seosomoon-Dong Branch & Korea Housing Bank, Seosomoon-Dong Branch. CONTACT: J. C. Kim, Vice President, Asane Trading Co., Ltd., C.P.O. Box 8409, Room 1106 Myungji Bldg., 58-17 Seosomoon-Dong, Seodaemun-Ku, Seoul, Korea. TELEX: K27994. CABLE: ASANTRAD. Phone: 28-9452 & 9453. (WK 45/TOFAS 0483)

Tropical plants (Canada). Wants tropical plants. Quantity: 6, 8, 10, 14, 17 inch tropicals; 12-15 ft. Benjaminia trees. Delivery: ASAP. CONTACT: Nelson Calsat, Calfolia Canada Ltd., 1495 MacDonald, Suite 2, Ville St. Laurent, Quebec H4C 2AB, Canada. Phone: (514)3363801. (WK 45/TOFAS 0139)

Issued weekly by the Export Promotion Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4945 South Building, Washington, D.C. 20250.

Dried apples (Netherlands). Wants dried apples: flakes chunks, slices, container load, moisture max. 8% so 2 content max. 300 ppm. Institutional packing. Quote: R'Dam. Bank ref: Amro Elburg. CONTACT: E. Roselaar, Top Foods Elburg B.V., P.O. Box 22, 8080 AA Elburg, Netherlands. TELEX: 42192. Phone: 05250/1242. (WK 45/TOFAS 0463)

Rice (Spain). Want rice, 10-12,000 mt shipments. Type: medium grain - rough and brown rice. Packaging: company would like to receive quotations as follows: rough and brown rice in bulk; brown rice in 50 kilo sacks. Quote: FOB U.S. ports. Delivery: ASAP. Bank ref: Banco Exterior De Espana. CONTACT: Gonzalo Fillola, Compania General De Tabacos De Filipinas, S.A., Avda., Del Brasil, 13 (Edificio Amazonas) - Madrid-20, Spain. TELEX: 27513 TAFIL. Phone: (91)4554550. Remarks: Importer desires to contact U.S. exporters directly. (WK 45/TOFAS 0312)

Corn starch (Taiwan). Wants corn starch, 4,000 mt/month (more or less), edible, non-edible. Packed in kraft paper bag. Delivery: ASAP. Quote: FOB or C&F. Bank ref: International Commercial Bank of China, 100 Chi-Lin Road, Taipei, Taiwan. CONTACT: John Y.S. Hsu, General Manager, William Hunt & Co. (Int'l) Ltd, 3rd Fl., 16, Nanking East Rd, Section 5, Taipei, Taiwan. TELEX: 11327 WILHUNT. CABLE: WILHUNT TAIPEI. Phone: (02)7631352. (WK 45/ST 6494)

Dairy cattle (Taiwan). Wants dairy cattle for breeding, 250 head per year, 4-5 months in pregnancy (with pedigree certificate) required. Packed in wooden cage via air. Delivery: ASAP (will inspect cattle in person). Quote: CIF, C&F or FOB. Bank ref: The First Commercial Bank, Tainan Branch. CONTACT: P.C. Lin, Chun Shan Farm Co., Ltd, 62, Lane 124, Wei Min Street, Tainan, Taiwan. Phone: (062)239412 or 270243. (WK 45/ST 6468)

Powdered milk tender (Algeria). Tender for instant powdered skim milk 1,300,000 cartons (10%) of 24 can-marked "ONACO" more or less 500 grams net instant powder. Technical specs: (formula for 100 grams of product); protein: 28% (2% more or less); Lactose: 37% (2% more or less); Fats: 27% (1% more or less); Minerals: max. 6%; Moisture: max. 3%; Enriched polyvitamins (to be indicated); Leciteine: .2%. Bacteriological standards in compliance with specificiations for baby and infant foods put forward by FAO/WHO joint committee of experts on microbiological specifications for food (Geneva 1977). Supplier will be notified whether his proposal has been accepted or rejected. Other specs: pesticides, insecticide, antibiotics and heavy metals must conform to "Codex Alimentaire" and WHO (or if not possible to country of origin specs). Synthetic amino-acids not acceptable. Prices to be quoted FOB stowed on board indicating port of embarkation and in C&F liner terms all Algerian ports. Payments to be provided by Letter of Credit at 100 % and by documentary remittance. Offers deadline is Dec. 2, 1983. Bids received by cable or telex will not be considered. Tenderers will remain committed by their bids for 90 days as from closing date of tender. Firms responding to offer must be manufacturers and producers, not dealers or wholesalers. Firms interested must provide the following documents: status of the company, list of major stockholders or partners, tax status in Algeria and in the country in which its head office is located; balance sheets of the past 2 yrs; a list of the company's head managers; the breakdown of capital if the tenderer is a limited company. Tenders are to be drawn up in two copies and sent in two

anonymous wax-sealed envelopes bearing only the words "Consulation Internationale Lait En Poudre Instatnane Entier" Ne Pas Ouvrir A L'ONACO., 29, Rue Larbi M'Hidi Alger, Algeria. TELEX: 52850, 52851, 53236. Phone: 640275-640277. (WK 45/ST 4911)

Lumber (Italy). Wants products of sawmill and planing mills: softwood lumber, rough and dressed; softwood flooring and other general sawmill and planing mill products. Quantity: unknown. Firm particularly interested in Douglas -fir & pitch-pine. Quote: CIF. Bank ref: Banco Di Sicilia & Cassa Di Risparmio V.E. CONTACT: Gentile Salvatore, Owner, Gentile Salvatore Legnami, Guadrivio Spinasanta 5, 92100 Agrigento, Italy. Phone: 0922/26232. (WK 45/ST 1136)

Lumber (Italy). Wants products of sawmill and planing mills: softwood lumber, rough and dressed softwood flooring and other general sawmill and planing mill products. Firm particularly interested in Douglas-fir, yellow pine, red oak, ash-wood, and cherry-wood. Quote: CIF. Trade Refs: Bank ref: Banco Di Sicilia, Cassa Di Risparmio V.E. & Banco Popolare Sant'Angelo. CONTACT: Tallo Giacomo, Owner, Fratelli Tallo S.N.C., Via Salvatore Guasimodo 22, 92016 Ribera, Agrigento, Italy. Phone: 0925/62546. (WK 45/ST 1138)

Lumber (Italy). Wants products of sawmill and planing mills: softwood lumber, rough and dressed softwood flooring and other general sawmill and planing mill products. Firm particularly interested in Douglas-fir, pitch-pine, yellow-pine, pine flitches and especially fir-wood. Quote: CIF. Bank ref: Banco Di Sicilia & Cassa Centrale Di Rispario V.E. Trade Refs: Heidner Int'l, Co., Inc., Portland D. Or. CONTACT: Stefano Bascio, Manager, Comerlegno S.P.A., Via Vittorio Emanuele III, Campobello Di Mazara, Italy. Phone: 0924/47957. (WK 45/ST 1137)

Donut Mix (W. Germany). Wants donut mix for fresh yeast and baked donuts. Quantity: 25 tons. Quality: Grade A. Packaging: 50 kg bags. Delivery Date: ASAP. Bank ref: Raiffeisenbank Steinheim, 6450 Hanau 7. CONTACT: Dr. Karl H. Heemann, Heem Ice Cream Shop Handelsgesellschaft, Leimenstr. 3, 6450 Hanau/Main, W. Germany. Phone: 6181-21190. Telex: 411745. WK 45/TOFAS 0121)

Beet pulp pellets, alfalfa pellets, corn gluten, citrus pellets and other byproducts. (W. Germany). Wants beet pulp pellets, alfalfa pellets, corn gluten, citrus pellets and other byproducts. Packaging: Upon specification. Quotations: FOB U.S. port or C&F European port. Bank ref: Hamburger Sparkasse, Ferdinandstr. 5, 2000 Hamburg 1, W. Germany, telex: 211872 (Mr. Enste). CONTACT: Mr. Rolf Hiersemenzel, Rolf Hiersemenzel Agentur fuer Melasse u. andere Agrarprodukte, Chilehaus C, Burchardstr. 13, 2000 Hamburg 1, W. Germany. Phone: 40-338001. Telex: 214654. (WK 45/TOFAS 0122)

Snack Items, Canned Soups (W.Germany). Wants snack items including roasted peanuts and canned soups of all kinds. Quality: Grade A. Packaging: Consumer. Quotations: FOB U.S. Port. Bank ref: Volksbank, Eilendorf. CONTACT: Mr. Herbert Zeisig, Fa. Herbert Hoess, Zeisigweg 35, 5100 Aachen, W. Germany. Phone: 2408-80707. (WK 45/TOFAS 0123)

Kentucky Blue Grass Hay (England). Company wishes to import US Kentucky Blue Grass Hay in container loads on a weekly and bi-weekly basis. Requires top quality for racehorses. Packed in bulk and pressed into bales. Delivery to be

as soon as possible. Require hay dust free and wishes to know protein level. Quotations are FOB South or East Coast, U.S. Port. Contact: Dr. M. Foster-Taylor. Foster Taylor Ltd., 19 Ingleside Court, Saffron Waldon, Essex. Telex: 817531. Phone: 0799 23922. (WK 45/TOFAS 0004)

Cedar Trellises (England). Company wishes to import container load of Cedar Trellises at best quality. Packaging unknown at this stage. Quotations CIF from American producer. Contact: Mr. Richard S. Webster. COMPANY: JAMES WEBSTER & BRO LIMITED. Address: Webster House, Derby Road, Bootle, Merseyside L20 8LE. Phone: 051 922 4451. Telex: 627021. (WK 45/TOFAS 0005)

Mexican foods (England). Full range of consumer size packs of Mexican Foods. Company wishes to import Mexican foods with minimum shelf life of 12 months. Quotes should be CIF if possible otherwise FOB. Contact; Mr. J. Fenn, Parrish & Fenn Limited, 190 London Road, Felnex Trading Estate, Hackbridge, Wallington, Surrey, England. Phone: 01 669 4494 Telex: 946308. (WK 45/TOFAS 0006)

Horticultural specialties (England). Wants seeds of tropical and sub-tropical subjects including cacti and succulents suitable for culture as houseplants. Company wishes to import 1000 to 10,000 seeds per species. Delivery to be by late December 1983 - mid January 1984. Contact: Mr. K. A. Powell, 123a Avon Road, Upminster, Essex RM14 1RQ, England. Phone: 862 8874. (WK 45/TOFAS 0007)

Corn Seed (England). Company wishes to import Hybrid 140 corn seed in sacks. Quotes should read CIF, UK ports. Contact: Mr. McBain of Moorgate Merchants Ltd., 27 Frogmorton Street, London EC2, England. Phone: 01 628 3678 Telex: 894726. (WK 45/TOFAS 0008)

Joint venture, integrated poultry farming (Nigeria). Interested in a joint venture with U.S. partner(s) in an integrated poultry farming project. Objective of project will be to rear pullets from day-old chicks to production of table and hatching eggs. Land is available at Aba in Imo State. Feasibility study is completed and partner(s) will be required for equity participation, company specialization, equipment recommendation and raw materials supply. Equity participation will be 60% Nigerian and 40% foreign. Total equity investment envisaged will be about 2.5 million dollars. Bank ref: Cooperative and Commerce Bank, Ikot-Ekpene Road, Aba Imo State. CONTACT: C. E. Uguru, Mgr. Dir., Chefeson Resource (Nig.) Ltd., P. O. Box 1348, Aba, Imo State, Nigeria. TELEX: 63116 NG. Cable: CHECO-ABA. Phone: (082) 220620. (WK: 45/TOFAS 0147)

Baby chicks (Morocco). Wants one-day old chicks, broilers, 100,000 units/15 days, majority of chicks to be of yellow color type. Packaging in cartons of 50-100 chicks. Delivery 8 weeks after receipt of pro-forma invoices. Sanitary certificates for veterinarian services. Quotations C&F. Bank ref: Societe Generale Marocaine Des Banques, Boulevard El Fida, Casablanca. CONTACT: Louis Defoort, Dir. Gen., Provimi-Maroc, 149, Route Des Ouled Ziane, Casabalanca 05, Morocco. TELEX: 25618 (M). Phone: 24. 81 88/24 28 08/24 36 61. (WK: 45/TOFAS 0104)

Onions, potatoes (Bahrain). Wants Grade A fresh red & yellow onions, 30,000 twelve kilogram bags; fresh potatoes, 10,000 fourteen-fifteen kilogram cartons. Delivery ASAP. Onions: diameter should be between 60-80

millimeters; potatoes: diameter should be 50 millimeters or bigger. No reference of company name and address should be on the individual cartons. Quotations CIF Bahrain. Bank ref: National Bank of Bahrain. CONTACT: Issa Ahmed Al Duasi, Ahmed Al Duasi Est., Box 20047, Manama, Bahrain. TELEX: 7058 AED BN. Phone: 230981. (WK: 45/TOFAS 0236)

Feed barley (Saudi Arabia). Wants feed barley, huge quantity, packaging bulk. Delivery Feb. 1984. Quote FOB New York. CONTACT: Jerry DeCourcey, Manager, Pesaco, ACC Dhahran, North, Dhahran, Saudi Arabia. TELEX: 670537 PESACO SJ. Phone: 8757902. (WK: 45/TOFAS 0225)

Young Dairy Cattle Tender (Korea). Tender for 200 head Holstein-Friesian Heifers. Spec.: 8 to 12 months old black and white Holstein only, pedigree registered, live weight over 200 kgs. at the time of inspection. Delivery: by January 20, 1984. Quote: C&F Korean Airport via aircraft only. Payment: bidder shall establish or deposit bid bond to NLCF in an amount not less than 2% of the total bidding value, in the form of cash, city bank check and/or Irrevocable Letter of Credit within 10:00 a.m., November 23, 1983. Deadline: 11:00 a.m. November 23, 1983 at NLCF's conference room. Contact: General Manager of the Procurement Department, National Livestock Cooperative Federation, Seoul, Korea. Telex: K-23517 NALICOF. Phone: 783-1668. (WK 45/TOFAS 0583)

Foreign Market Developments

The Foreign Agricultural Service (FAS) of the U.S. Department of Agriculture (USDA) will sponsor the U.S.A. Pavilion at SIAL '84, (the International Food Products Exhibition) in Paris, France, June 18-22, 1984. Participation in the U.S.A. Pavilion is open to any U.S. food products manufacturer. The SIAL show is one of the largest trade-only food shows in Europe, second only to the ANUGA show in Cologne, West Germany. SIAL is held every other year in Paris, France.

In 1984, the show was changed from its traditional Autumn dates to June 18-22, to secure more space and better serve its international clientele. The SIAL is truly an international exhibition with 3,019 exhibitors, 36 percent of whom were from 62 countries outside France. Of the estimated 200,000 visitors, 31 percent came from countries outside France. At the U.S.A. Pavilion in the 1982 SIAL, 60 U.S. companies exhibited products.

The French market for processed food products is keenly competitive but very lucrative. Of total U.S. food and agricultural exports in 1982, 43 percent were high-value food products, equaling $263 million. But the importance of the SIAL goes beyond France. Major decision-makers in the food industries of all EC-10 countries attend, as well as buyers from other European countries such as Sweden, Norway, Switzerland, Austria, Spain and Portugal. This show also attracts buyers from the Mid East countries and Northern Africa. For more information and details on participation, interested companies may contact:

Debra Henke, Project Leader
Export Programs Division
Foreign Agricultural Service
U.S. Department of Agriculture
Room 4945 - South Building
Washington, D.C. 20250
Telephone: (202) 475-3416

TOKYO FOOD EXHIBIT. Members of the processed food industry are urged to signify their interest in an American food exhibit at the Hotel, Restaurant, Institutional food show in Tokyo, March 12-16, 1984. This will be an opportunity to enter the rapidly expanding Japanese Market and only fifty (50) booths will be available on a "first-come, first served" basis. Because of the limitation on the number of exhibitors, interested participants are urged to contact Foreign Agricultural Service without delay. The participation fee is $1,000.00. If interested in receiving further details, contact:

Ed Heslop
Export Programs Division
Foreign Agricultural Service
U.S. Department of Agriculture
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U. S. Food Exhibits -- in Singapore and Hong Kong. U.S. agricultural exporters will have a unique opportunity to explore the potential for their food products in two key Asian markets next spring.

The U.S. Department of Agriculture/Foreign Agricultural Service (FAS), in cooperation with several U.S. trade associations and industry groups, is sponsoring American food exhibits in Singapore, April 24-27, and in Hong Kong, May 1-2, 1984.

Both countries show excellent market potential. Exporters will have an opportunity to demonstrate and promote their food products to retailers, wholesalers, the hotel-restaurant and institutional trade and other food suppliers.

Singapore has become one of the fastest growing markets in the world for food products--thanks to its role as an entrepot center.

Recent years have seen a rapid rise in Singapore's economy which was accompanied by an increase in per capita income. These factors, coupled with demand for quality foods by hotel restaurants, tourists, the shipping and airline catering industry, and an increasing number of foreign residents, make Singapore a growth market for quality U.S. processed foods. U.S. exports of food to Singapore grew from $90 million in 1979 to an estimated $300 million in 1982. About 75 percent of these products were re-exported to surrounding countries. Significant imports include fruits and vegetables, grains, cereals and cereal preparation, coffee, tea, sugar, spices, frozen poultry, dairy products, meat, meat preparation, processed foods and U.S. breeder swine.

Hong Kong is a free port and the government seldom interferes in the export trade. Most goods can enter Hong Kong duty-free and tariff-free.

Hong Kong is a large export market for U.S. oranges and grapes. Other U.S. food items which find a market there include poultry, shell eggs, beef,

catfish, apples, melons, and lettuce. There is also potential for grocery items as the number of retail food outlets continues to increase. Any food product normally offered for sale to the U.S. food service industry can be displayed and demonstrated at the two food shows.

CONTACTS FOR U.S. FARM PRODUCTS
A FREE EXPORT PROMOTION TOOL

The tradeletter, CONTACTS for U.S. Farm Products, is an export promotion service offered FREE by the Foreign Agricultural Service to help American companies introduce agricultural products to foreign markets. The CONTACTS provides names and addresses of U.S. suppliers and a brief description of the agricultural products they offer to potential foreign buyers.

CONTACTS is designed to help publicize the availability of U.S. agricultural products and services in foreign markets. The CONTACTS tradeletter will allow a U.S. supplier to advertise their product or service in a free 100 word or less trade announcement. The newsletter is transmitted overseas monthly to our Agricultural Officers where they distribute it to agricultural importers. In addition, the newsletter is translated into Japanese, Spanish, French, Italian, and Greek.

If you would like to participate in this program contact the marketing representative with your State Department of Agriculture, or call (202) 447-7103 for further information on how to participate in the CONTACTS program. While preference for participation in this program is given to new-to-market products and new-to-export firms, all firms are invited to participate.

MAILING LISTS

Through the use of computer technology, the Foreign Agricultural Service can provide you with mailing lists of U.S. food exporters or potential foreign food importers. The domestic and foreign data bases have been under development for the last two years and are being constantly updated. For a nominal service charge we can provide you with the names, addresses, telephone numbers and telex numbers of domestic exporters or potential foreign importers for a wide range of commodities. If you would like more information please write to the address below and indicate your preference for foreign or domestic data. In supplying the mailing lists, the Department of Agriculture and the Foreign Agricultural Service does not guarantee reliability of the domestic suppliers or foreign importers.

Foreign Agricultural Service
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FOREIGN AGRICULTURAL SERVICE COMMODITY SPECIALISTS

In an effort to provide our subscribers with more comprehensive information we have included a listing of several divisions of the Foreign Agricultural Service. If you have a commodity-specific question concerning a marketing or analytical related problem please contact the specific Commodity and Marketing Programs division for assistance. If you are concerned about trade issues such as product acceptance in a country or a trade policy related question please contact the appropriate division in International Trade Policy.

COMMODITY AND MARKETING PROGRAMS

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Grain & Feed Division	5603-S	447-4168
Horticultural & Tropical Products Division	6603-S	447-6590
Oilseeds & Products Division	5646-S	447-7037
Tobacco, Cotton & Seeds Division	5932-S	382-9516
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Trade Policy Planning & Analysis Division	5530-S	382-1312
Inter-America & Western Europe Division	5506-S	382-1338
Asia, Africa & Eastern Europe Division	5548-S	382-1289

FOREIGN AGRICULTURE CIRCULARS

The Foreign Agricultural Service issues a number of Foreign Agriculture Circulars during the year on various commodities and export services for the food and agricultural trade, as well as specialized publications pertaining to individual commodities.

HOW TO ORDER: Check the title of each publication you wish to order. Remit a check for the total amount payable to the Foreign Agricultural Service. Only checks on U.S. banks, cashier's checks, or international money orders will be accepted in payment. NO REFUNDS CAN BE MADE. Mail this form to: Foreign Agricultural Service
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